



Bott Radio Network  
Richmond, MO (KAYX-FM)  
10550 Barkley #100  
Overland Park, KS 66212

Pinpoint Media LLC (3)  
1707 Osage St  
Suite 103  
Alexandria, VA 22302

## Contract # 36806

**Schedule Dates** 07/14/16-07/20/16  
**Advertiser** Hanaway for Governor (1 9) (6802)  
**Agency** Pinpoint Media LLC (3) (1487)  
**Product** Political (1179)  
**Brand** Hanaway for Governor (12622)  
**Salesperson** National Sales Manager, (1003)  
**Sales Office** HOUSE  
**Buyer Name** Feist, Chris  
**Phone/Fax** (571) 970-6621 /  
**CPE** 664  
**Account Types** National/Political Candidate Agency  
**Billing Type** Calendar  
**Comments** Combo

**Date Entered** 07/13/16  
**Last Modified**  
**Entered By** Brian Hendrich  
**CO-OP** No  
**Headline #**  
**Demo**  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$266.13  
**Net Total** \$1,508.07  
**Sales Tax**

Richmond, MO (KAYX-FM)		
By Calendar Month	Spots	Rate
Jul. 2016	20	\$160.00
<b>Grand Total:</b>	<b>20</b>	<b>\$160.00</b>

7/13/16 JPD

COPY CHECKED IN.. ✓

COPY ASSIGNED..

CONF. e-mail..

## INCOMPLETE CONTRACT

Due to: Pending line Approvals (Contract is shown with Pending Workflow Approvals applied)

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
Est 4.0	Unapproved (NewL) / SPOT	07/14/16-07/20/16	2	1:00	6A- 7P (CST)		4	4	4	4	4			20	\$8.00	\$160.00	Richmond, MO (KAYX-FM)		7/13/16

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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Pinpoint Media LLC (3)  
1707 Osage St  
Suite 103  
Alexandria, VA 22302

<b>Contract #</b>	<b>36806</b>
<b>Schedule Dates</b>	07/14/16-07/20/16
<b>Advertiser</b>	Hanaway for Governor (1 9) (6802)
<b>Agency</b>	Pirpinot Media LLC (3) (1487)
<b>Product</b>	Political (1179)
<b>Brand</b>	Hanaway for Governor (12622)
<b>Salesperson</b>	National Sales Manager, (1003)
<b>Sales Office</b>	HOUSE
<b>Buyer Name</b>	Feist,Chris
<b>Phone/Fax</b>	(571) 970-6621 /
<b>CPE</b>	664
<b>Account Types</b>	National/Political Candidate Agency
<b>Billing Type</b>	Calendar
<b>Comments</b>	Combo

Date Entered	07/13/16
Last Modified	
Entered By	Brian Hendrich
CO-OP	No
Headline #	
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Order Type	Normal
Package Deal	
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Commission	\$266.13
Net Total	\$1,508.07
Sales Tax	

Kansas City, MO\KS (KCCV FM)		
<u>By Calendar Month</u>	<u>Spots</u>	<u>Rate</u>
Jul. 2016	20	\$540.00
Grand Total:	20	\$540.00

Due to: Pending line Approvals (Contract is shown with Pending Workflow Approvals applied)

[illegible]

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:



Bott Radio Network  
Kirksville, MO (KLTE-FM)  
10550 Barkley #100  
Overland Park, KS 66212

Pinpoint Media LLC (3)  
1707 Osage St  
Suite 103  
Alexandria, VA 22302

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**CPE** 664  
**Account Types** National/Political Candidate Agency  
**Billing Type** Calendar  
**Comments** Combo

**Date Entered** 07/13/16  
**Last Modified**  
**Entered By** Brian Hendrich  
**CO-OP** No  
**Headline #**  
**Demo**  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$266.13  
**Net Total** \$1,508.07  
**Sales Tax**

### Kirksville, MO (KLTE-FM)

By Calendar Month	Spots	Rate
Jul. 2016	20	\$220.00
<b>Grand Total:</b>	<b>20</b>	<b>\$220.00</b>

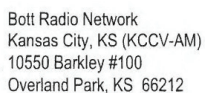
## INCOMPLETE CONTRACT

Due to: Pending line Approvals (Contract is shown with Pending Workflow Approvals applied)

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
Est 3.0	Unapproved (NewL) / SPOT	07/14/16-07/20/16	2	1:00	6A- 7P (CST)		4	4	4	4	4			20	\$11.00	\$220.00	Kirksville, MO (KLTE-FM)		7/13/16

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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1707 Osage St  
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Alexandria, VA 22302

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<b>Account Types</b>	National/Political Candidate Agency
<b>Billing Type</b>	Calendar
<b>Comments</b>	Combo

Date Entered	07/13/16
Last Modified	
Entered By	Brian Hendrich
CO-OP	No
Headline #	
Demo	
Order Type	Normal
Package Deal	
Commission %	15.00
Commission	\$266.13
Net Total	\$1,508.07
Sales Tax	

Kansas City, KS (KCCV-AM)		
<u>By Calendar Month</u>	<u>Spots</u>	<u>Rate</u>
Jul. 2016	20	\$340.00
Grand Total:	20	\$340.00

Due to: Pending line Approvals (Contract is shown with Pending Workflow Approvals applied)

[illegible]

Accepted-Agency/Advertiser:

Date: \_\_\_\_\_

Accepted-Station:

Date: \_\_\_\_\_

Comments:



Pinpoint Media LLC (3)  
1707 Osage St  
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CO-OP	No
Headline #	
Demo	
Order Type	Normal
Package Deal	
Commission %	15.00
Commission	\$266.13
Net Total	\$1,508.07
Sales Tax	

<u>By Calendar Month</u>	<u>Spots</u>	<u>Rate</u>
Jul. 2016	20	\$280.00
<b>Grand Total:</b>	20	\$280.00

Due to: Pending line Approvals (Contract is shown with Pending Workflow Approvals applied)

[illegible]

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:





Bott Radio Network  
Branson, MO (KBCV-AM)  
10550 Barkley #100  
Overland Park, KS 66212

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**CO-OP** No  
**Headline #**  
**Demo**  
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**Package Deal**  
**Commission %** 15.00  
**Commission** \$266.13  
**Net Total** \$1,508.07  
**Sales Tax**

**Branson, MO (KBCV-AM)**

By Calendar Month	Spots	Rate
Jul. 2016	20	\$234.20
<b>Grand Total:</b>	<b>20</b>	<b>\$234.20</b>

**INCOMPLETE CONTRACT**

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Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
Est 1.0	Unapproved (NewL) / SPOT	07/14/16-07/20/16	2	1:00	6A- 7P (CST)		4	4	4	4	4			20	\$11.71	\$234.20	Branson, MO (KBCV-AM)		7/13/16

**CONFIRMATION CONTRACT**

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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J. B. Jd  
7/12/16

61.3%

National 815 Ngy

CH 36806



# Insertion Order

(1487)

Date: 7/12/2016

Client: Hanaway for Governor (MO) 2016 (6802)

Estimate: 664

Media: Radio

Description: Hanaway Radio July 14-20, 2016

Product: Radio

Flight Start Date: 7/14/2016 05:00 AM

Market: Missouri ✓ All comm

Flight End Date: 7/20/2016 04:59 AM

Send Billing To: Pinpoint Media, LLC

1707 Osage St.

Suite 103

Alexandria, VA 22302

Phone: 571-970-6621

Separation between spots: 30

Buyer: Chris Feist

Line No	Daypart Program	Daypart Code	STN Gross	STN Net	Days Dur	Thu 7/14	Fri 7/15	Mon 7/18	Tue 7/19	Wed 7/20	Total Spots
1	TT MO NETWORK-Radio										
	MTuWThF 6:00a- 7:00p	RT	\$88.71	\$75.40	60	4	4	4	4	4	20
						4	4	4	4	4	20
	Total Cost:		\$1,774.20	\$1,508.00							20

1508.07  
=

Signature:

Disclaimer:

## AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☐ **FEDERAL CANDIDATE**

☒ **STATE/LOCAL CANDIDATE**

**To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3**

<b>Station and Location:</b>	<b>Date:</b> 6.6.16
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I, Pinpoint Media,

being/on behalf of: Catherine Hanaway,

a legally qualified candidate of the Republican

political party for the office of: Governor

in the primary

election to be held on: August 2 2016

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks

**Attach proposed schedule with charges (if available):**



I represent that the payment for the above described broadcast time has been furnished by:

Hanaway for Governor

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

James C. Thomas III

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

***To Be Signed By Candidate or Authorized Committee***

6.6.16

Date

[Signature]

Signature

***To Be Signed By Station Representative***

☒ Accepted

☐ Accepted in Part

☐ Rejected

[Signature]  
Signature

Pat Rubin  
Printed Name

Sales mg  
Title